



LGIP Investors Quarterly Meeting and Conference Call July 25, 2007

Office of the Arizona State Treasurer

Treasurer Dean Martin

Welcome LGIP Customers!

AGENDA 7-25-07

- Market and Economic Overview
- LGIP Products Offered/Performance
- IPAS
- Website
- Update on Monthly Statements
- Q and A and suggestions

Economic Outlook

Arizona & United States

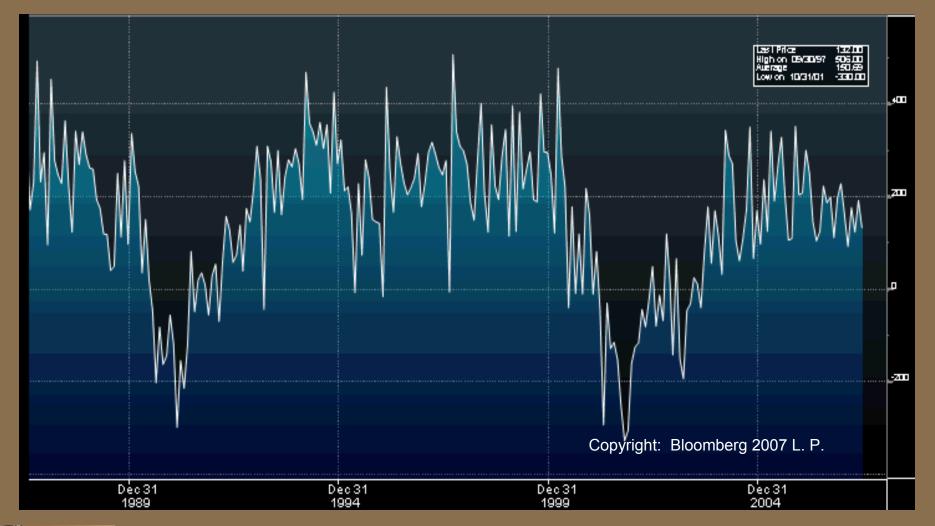
Arizona Job Growth Steady

Arizona non-farm Employment July 1987 to Present



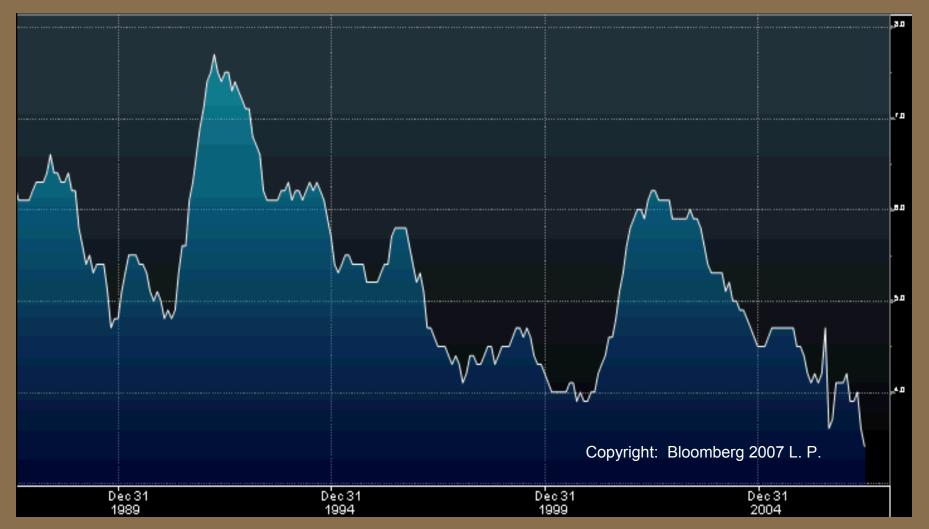
Same with National Job Growth

U.S. non-farm Employment July 1987 to Present



Arizona Unemployment Rate Remains Low

Arizona unemployment rate July 1987 to Present



Same with National Unemployment Rate

U.S. unemployment rate July 1987 to Present





Construction Employment Down

Arizona construction employment last 20 years





Manufacturing remains flat

Arizona manufacturing employment since 1990



Residential Building Permits Nationally Still Declining





Arizona Housing Permits Still Lower

Monthly Arizona Residential Building Permits July 01 to July 07





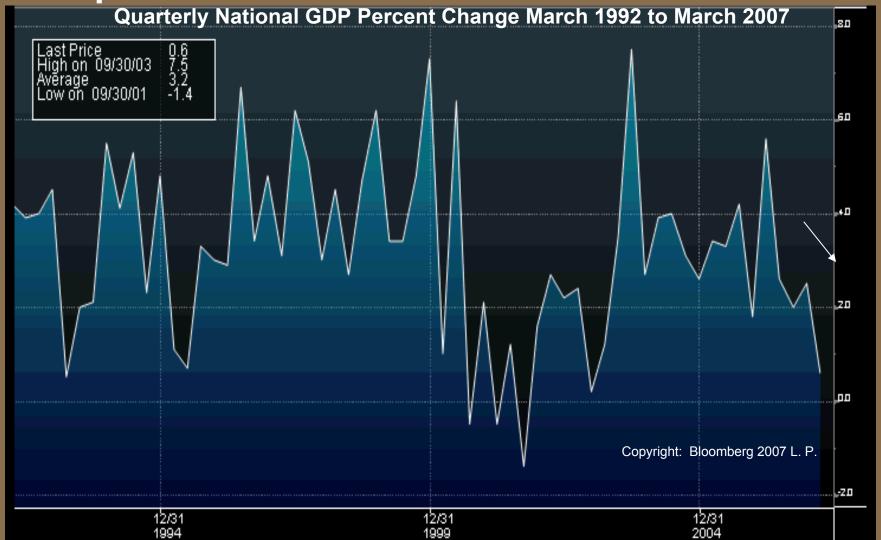
Consumer Confidence Nationally



OFFICE OF THE ARIZONA STATE TREASURER

HON. DEAN MARTIN, TREASURER

GDP Slow in 1st Quarter – Expected to Rebound in 2nd Quarter to 3.3%



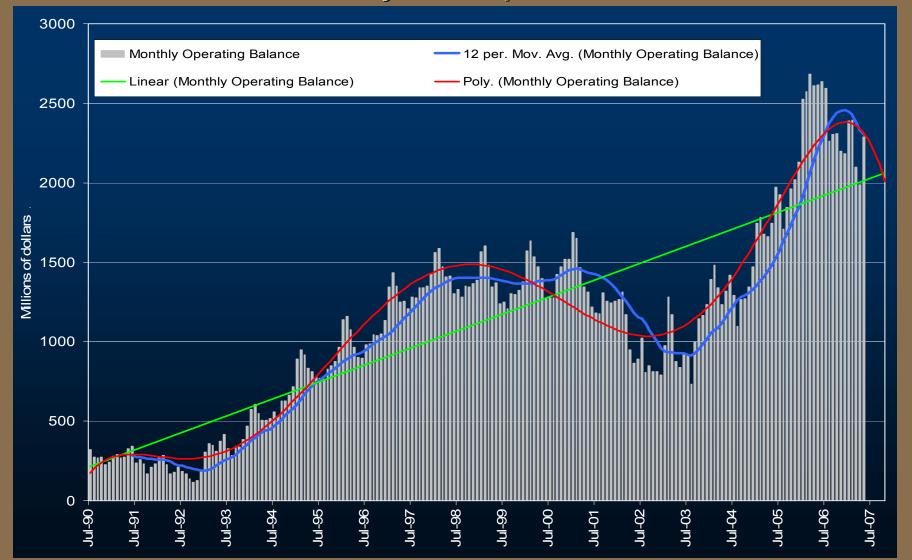


Inflation: Moderating and reaching Fed Comfort Level of 1% to 2% PCE, PPI, CPI CORE, and GDP RATES Quarterly since 1987





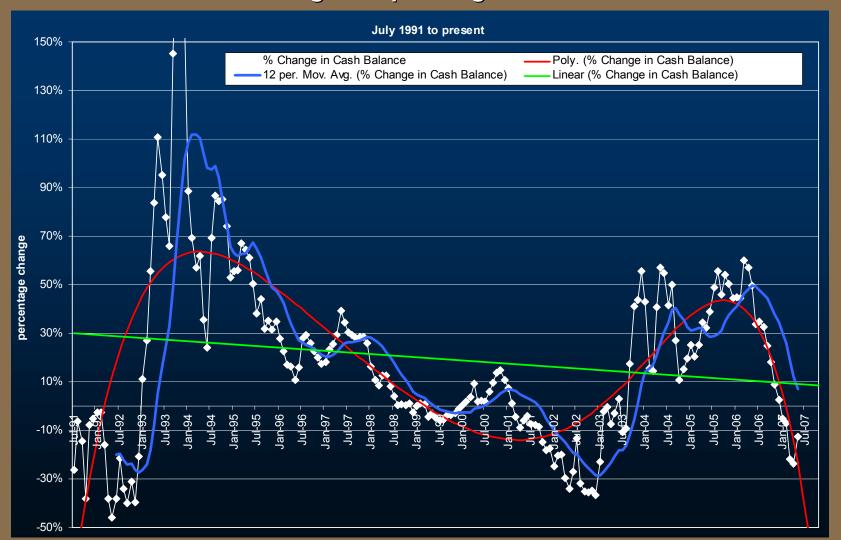
State Total Operating Account Average Monthly Balance July 1990 to present





State of Arizona Operating Cash Balance On A Downward Trend

Percent Change in Operating Account Balance



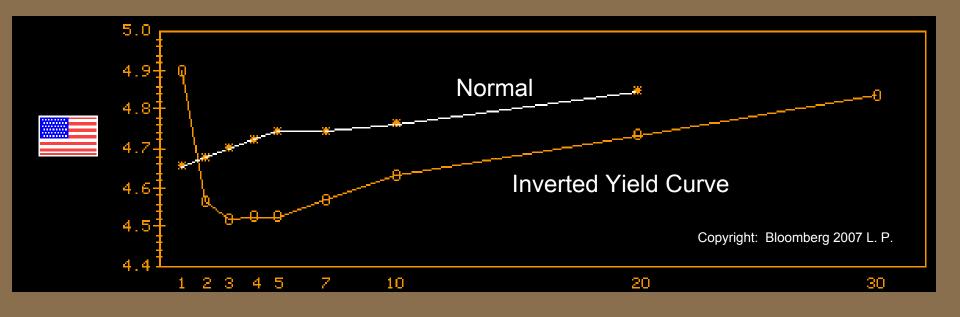


Interest Rate

& Yield Curve

<u>Outlook</u>

Current vs. Normal Yield Curve



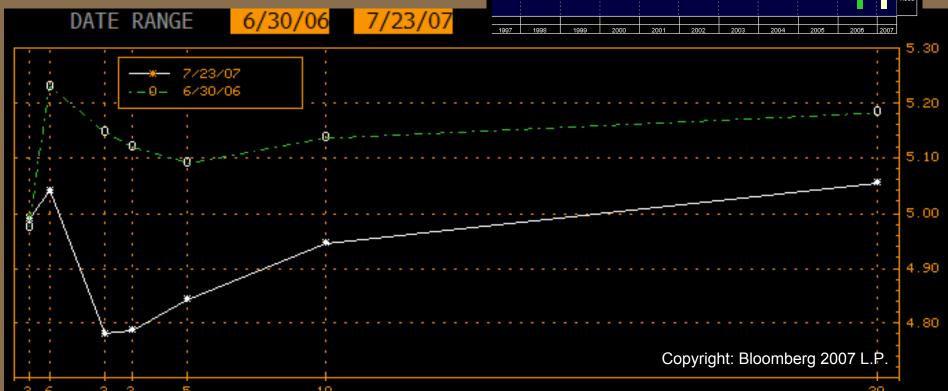
Fed Funds Rate – Past 10 Years





June 30 2006 vs. Current Yield

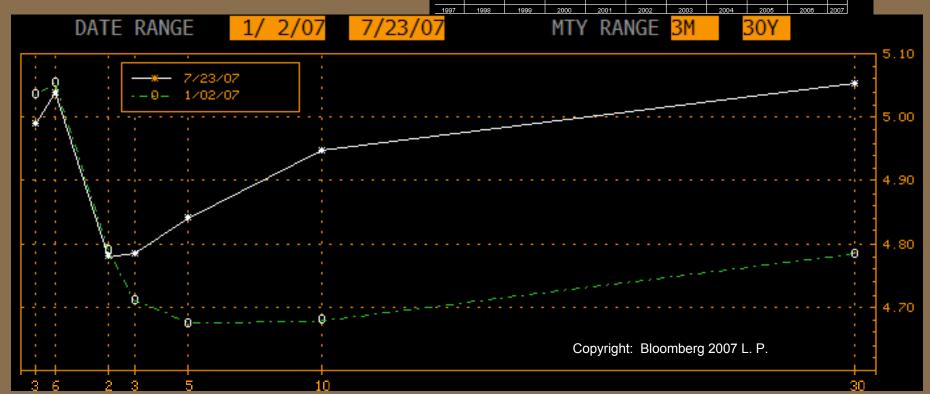






January 2nd vs. Current Yield

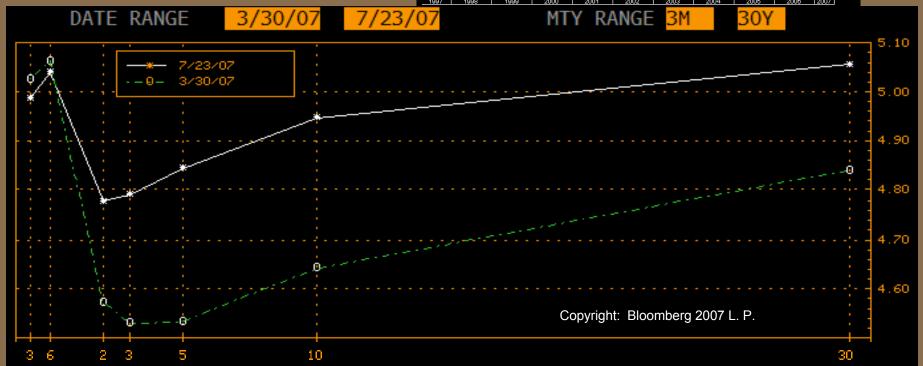






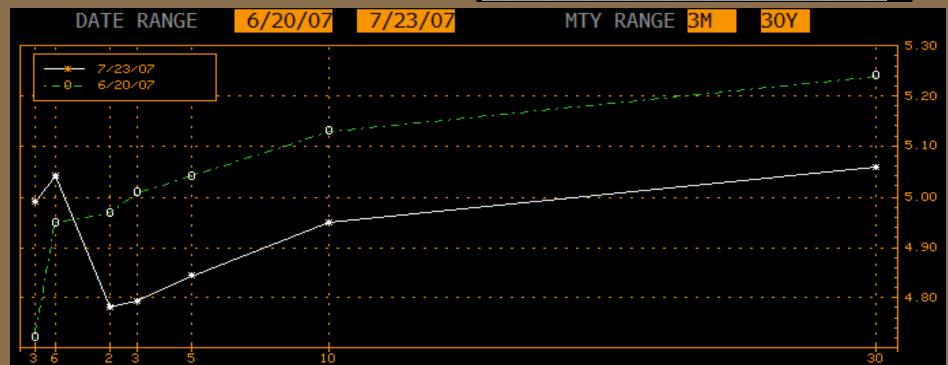
March 31 vs. Current Yield





One Month Comparison: Curve Inverted Again







2 YR/10 YR Spread since 1977





US Treasury Yields vs. Fed Funds since 1977



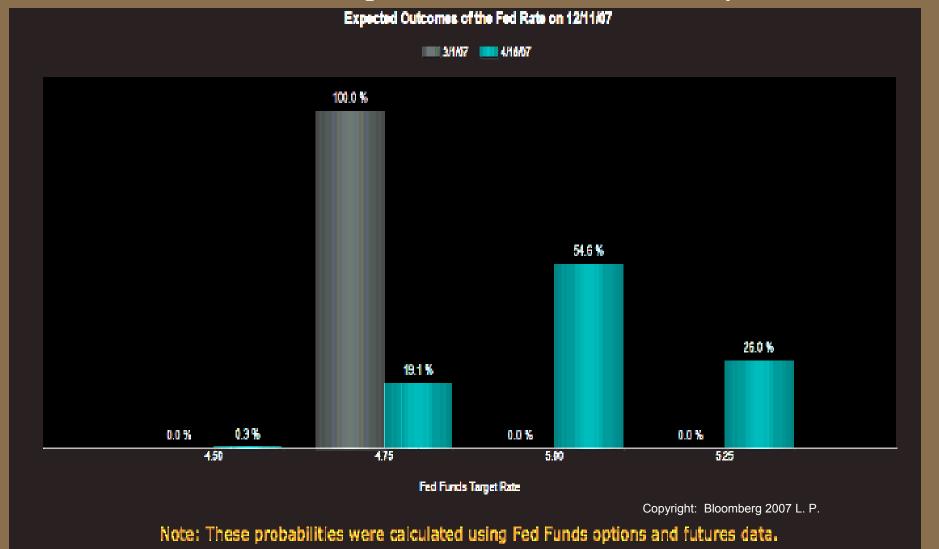
US Treasury Yields vs. Fed Funds since 2000



HON. DEAN MARTIN, TREASURER

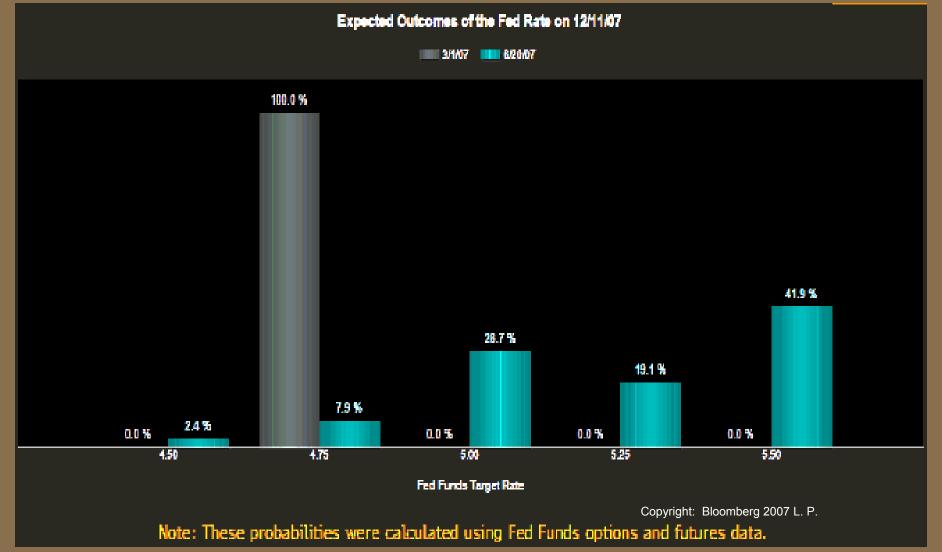
Pg 26 OFFICE OF THE ARIZONA STATE TREASURER

Where investors thought the Fed was heading this December on April 16 vs. March 1 of this year.





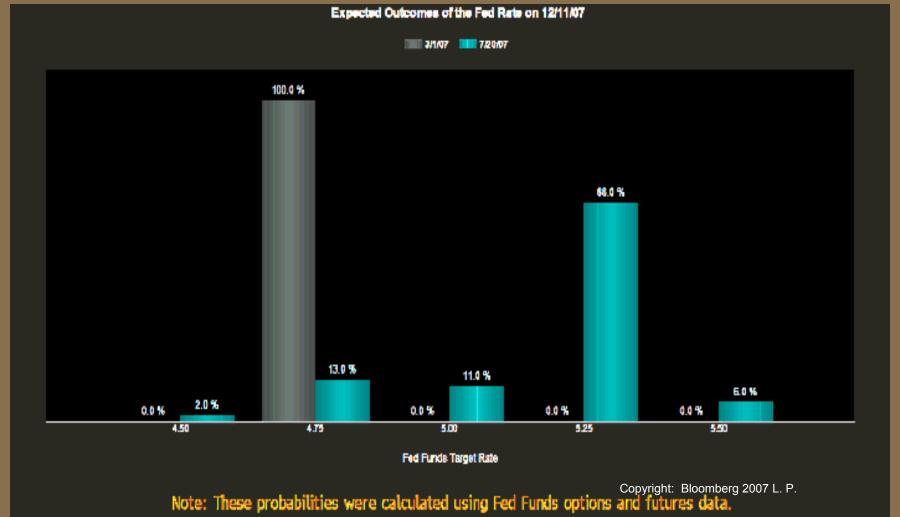
Where investors think the Fed is heading in December June 20 versus March 1





Where investors think the Fed is heading in December

July 20 versus March 1





Products Offered by Arizona Treasurer's Office

Our Investment Philosophy

SAFETY before LIQUIDITY before YIELD

Local Government Investment Pools – Benefits

- No contracts to negotiate. Accounts are opened with an executed governing body resolution.
- Funds are managed from the viewpoint of public entities for public entities.
- Multiple accounts can be established to meet your accounting and investing needs.
- This service is provided at a much lower cost than other options.

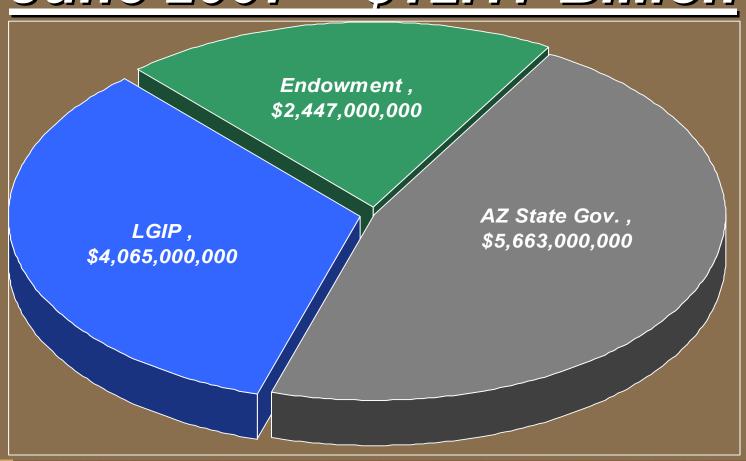
Local Government Investment Pools – Benefits

- State operating funds participate in LGIP pools to provide greater liquidity and yield for all participants.
- Professionally managed by a team of educated, experienced public investment officers and investment support professionals.
- Separate Compliance, Accounting and Portfolio Management functions ensures our dedication to meeting your objectives.
- Bound by the Arizona Revised Statutes and the oversight of the State Board of Investment.

<u>Assets Under Management</u>

(market value)

June 2007 - \$12.17 Billion



Treasurer's Performance

Operating Revenue to the State of Arizona and LGIP Clients

Earnings Distributed for June

\$50,918,538

(\$23 million for local governments) (\$2.9 million for the Endowment)

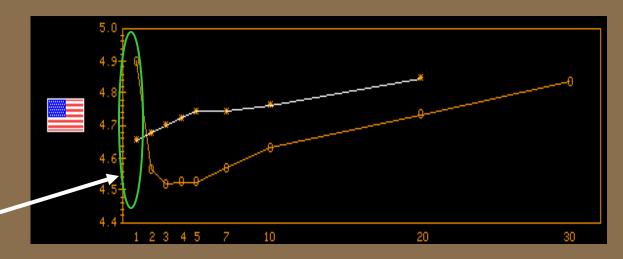
Fiscal Year to Date

\$484,148,689

(\$140.3 million for local governments) (\$35.6 million for the Endowment)

LGIP – Pool 5

- Fixed Income
- Short Term
- \$2.96 Billion as of 6/30/07
- WAM 84.44
 days (weighted
 average
 maturity)
- NAV \$1.00 (Net Asset Value)



Description: Money market type fund that maximizes your cash management efficiencies with a safe and reliable source of liquidity from the fund's portfolio of government and investment-grade domestic securities. Maximum weighted average maturity (WAM) is 240 days.

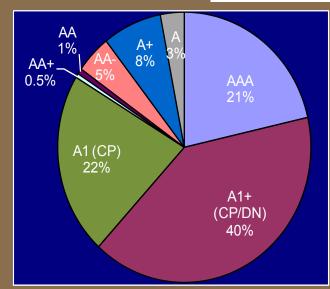
Objective: Provide current income and maintain a stable \$1.00 Net Asset Value (NAV) through balancing participant liquidity needs with proper asset allocation.

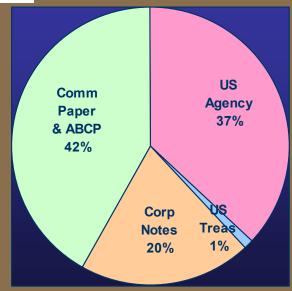
Strategy: Pool 5 will continue to hold a diversified mix of high quality assets in achieving competitive market yields while focusing on capital preservation.

Disclaimer: Historical returns are not indicative of future performance. While the portfolio manager will seek to maintain a constant Net Asset Value (NAV), the NAV may float due to fluctuating market conditions and could result in the loss of money. Pools are susceptible to investment risk and market volatility by design. No investment pools offered by the Arizona State Treasurer are insured and returns are not guaranteed. This is not a prospectus.

1st-Safety

<u>LGIP</u> Pool 5

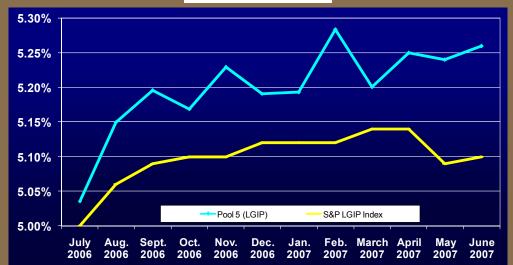




2nd-Liquidity

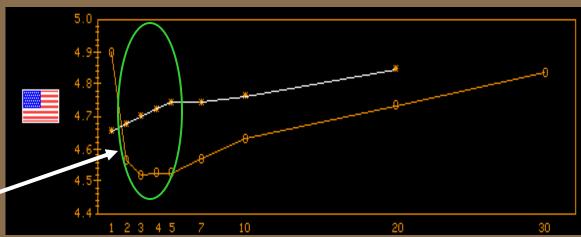


3rd-Yield



<u>LGIP – Pool</u> 500

- Fixed Income
- Long Term
- \$27.6 Million as of 6/30/07
- Duration 1.42 years
- NAV floating (Net Asset Value)



Description: A longer term horizon fund than the LGIP cash management fund which adds the potential of total return from feasible price appreciation within the fund's portfolio of government and investment-grade domestic securities. Redemptions and purchases are limited to the first business day of the month. Duration target is Merrill 1-5 US Domestic Master Index (not to exceed .75 years of index)

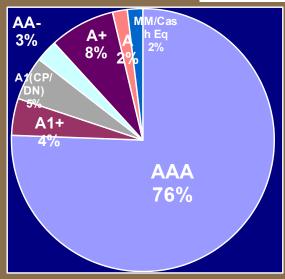
Objective: Provide a longer duration investment option to meet the needs of local governments/public entities. The pool will be managed in an attempt to realize both current income as well as total return. Hence, the portfolio manager will not seek to maintain a \$1.00 Net Asset Value (NAV). Pool 500 will continue to hold a diversified mix of high quality assets in achieving competitive market yields while focusing on total return. The pool will accept exposure to investment-grade credit risk.

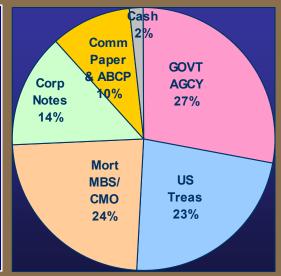
Strategy: The portfolio manager will seek to maximize total return through asset allocation designed to reflect the Merrill 1-5 US Domestic Master Index (Ticker: DVA0). Based on current interest rate outlook, the pool may periodically adjust strategy with regard to duration, credit quality, and overall structure to take advantage of opportunities in the marketplace.

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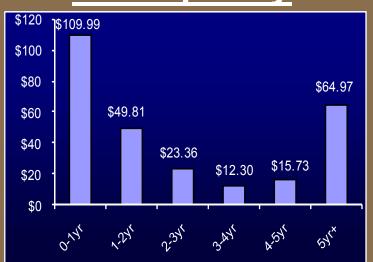
1st-Safety

LGIP Pool 500

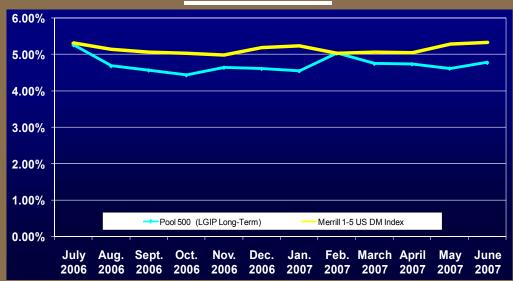




2nd-Liquidity



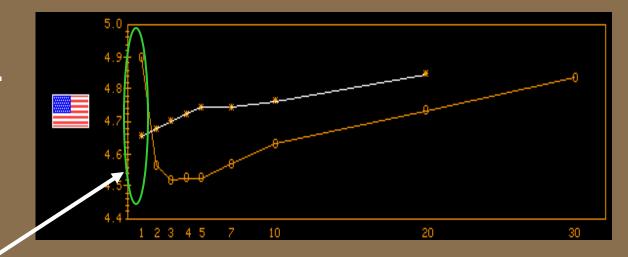
3rd-Yield





LGIP – Pool 7

- Fixed Income
- Full Faith & Credit (Backed by US Treasuries)
- Short Term
- \$2 Billion as of 6/30/07
- WAM 49.55
 days (weighted average maturity)
- NAV \$1.00 (Net Asset Value)



Description: Similar in style to the LGIP Pool 5, but invests solely in securities that are backed by the full faith and credit of the US Government. Maximum weighted average maturity (WAM) is 180 days.

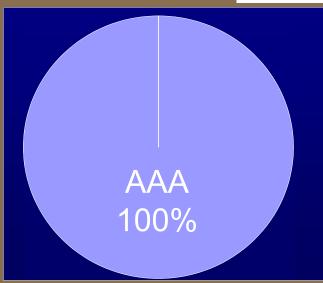
Objective: Provide current income and maintain a stable \$1.00 Net Asset Value (NAV) through balancing participant liquidity needs with proper asset allocation.

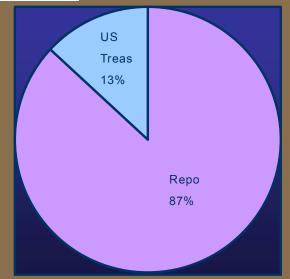
Strategy: Pool 7 will continue to hold securities/collateral that are backed by the full faith and credit of the US Government in achieving competitive market yields while focusing on capital preservation.

Disclaimer: Historical returns are not indicative of future performance. While the portfolio manager will seek to maintain a constant Net Asset Value (NAV), the NAV may float due to fluctuating market conditions and could result in the loss of money. Pools are susceptible to investment risk and market volatility by design. No investment pools offered by the Arizona State Treasurer are insured and returns are not guaranteed. This is not a prospectus.

1st-Safety

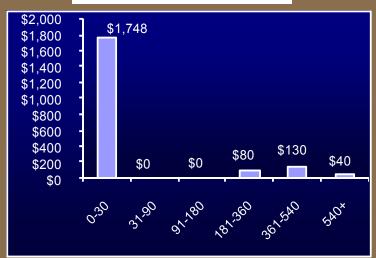
LGIP Pool 7





2nd-Liquidity

3rd-Yield

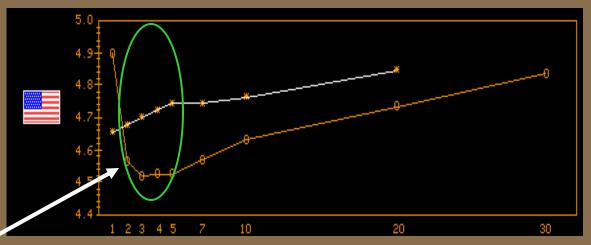






<u> 100 – Pool</u> <u>700 – 700</u>

- Fixed Income
- Full Faith & Credit (Backed by US Treasuries)
- Long Term¹
- No balance as of 6/30/07
- Duration target Merrill 1-5 US Treasuries Index
- NAV floating (Net Asset Value)



Description: A longer term horizon fund similar to Pool 500 except this fund is limited to securities backed by the full faith and credit of the U.S. Government. Redemptions and purchases are limited to the first business day of the month. Duration target is Merrill 1-5 US Treasuries Index (not to exceed .75 years of index)

Objective: Provide a longer duration investment option to meet the needs of local governments/public entities. The pool will be managed in an attempt to realize both current income as well as total return. Hence, the portfolio manager will not seek to maintain a \$1.00 Net Asset Value (NAV). Pool 700 will hold assets that are backed by the full faith and credit of the US Government in achieving competitive market yields while focusing on total return.

Strategy: The portfolio manager will seek to maximize total return through asset allocation designed to reflect the Merrill 1-5 US Treasuries Index (Ticker: GVQ0). Based on current interest rate outlook, the pool may periodically adjust strategy with regard to duration and overall structure to take advantage of opportunities in the marketplace.

Disclaimer: Historical returns are not indicative of future performance. The NAV will float due to fluctuating market conditions and could result in the loss of money. Pools are susceptible to investment risk and market volatility by design. No investment pools offered by the Arizona State Treasurer are insured and returns are not guaranteed. This is not a prospectus.



<u>Local Government Investment Pools – Diversification</u>

- Diversification policy dictates:
 - No more than 5% of any pool can be in a single issuer (including subsidiaries).
 - A pool cannot own more than 5% of a single issuer (including subsidiaries).
- Diversification monitored in real-time.
- Verified by Investment Accounting Dept.
 Compliance Officer.

<u>Local Government Investment Pools – Credit Analysis</u>

STRUCTURED FINANCE

ABCP Market Review

Aspen Funding Corporation

Closing Date:

October 3, 1997, amended August 2003 and September 2004

Analyst:

Wanda Lee Associate Analyst (212) 553-3804 Wanda.Lee@moodys.com

Contacts:

Jonathan Polansky Managing Director (212) 553-1657 Jonathan Polansky@mooodys.com

Structure Summary

Rating: Prime-1

Securities: Asset-backed commercial paper (ABCP)

Program Type: Fully supported, primarily a securities arbitrage ABCP program

Authorized Amount: \$9 billion

Administrator: Deutsche Bank AG, New York Branch (Aa3/Prime-1/B-)
Assets: 1)Receivables which are either secured loan agreements

 Receivables which are either secured loan agreements or are purchased under repurchase agreements ("Type

One" assets); or

2) Securities rated at least Aa2 ("Type Two" assets)

3)Securities rated **Aaa** and not covered by the surety bond

policy ("Eligible Unwrapped Assets")

Equity Owner: Amacar Investments, LLC Placement Agent: Deutsche Bank Securities Inc.

Issuing and Paying Agent: Deutsche Bank Trust Company Americas (A1/Prime-1/C)

Securities Act Exemption: Section 4(2)

Sellers

 Moody's Online Credit Service provides ASTO traders/analyst with direct access to Moody's research staff/products; real-time email alerts.



Local Government Investment Pools – Real-time monitoring of all holdings.

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9:22 CHRIS WREN/MIZUHO YCD - 1M 30+ SPOT
9:22-NLRT ALERT/ *FITCH DWGRS SLM'S SHORT-TERM TO 'F1' ON BUYOUT; WAT
          ALERT/ Fitch Dwgrs SLM's Short-Term to 'F1'
                                                       On Buyout; Watc
9:20 DEREK HYATT/old 3nc2-1x...65mm fnma 5.23% 1/29/10 nc 1/09 one-ti
9:19-ROB BYERS/ Deutsche Bank-MBS Offering:ARM,CMO & Spec Pools 04/13
     -DON WISSELL/ Seasoned GNMA 3/1 Hybrids — 73mm
     ·JONATHAN TIPERMAS/*GNII AXE:
9:16 ROB BYERS/ Fwd: Retail Sales Top Expectations; NY Fed Soft
     TERRY SALZER/JPM: AGENCY SHORT COUPONS: Bullet offers
          ALERT/ Moody's Assigns Ratings to Four Series of Notes by C
                                AGENCY CMO DEFERINGS
                            ) Treasury Curve May Turn Positive; 2s Fav
9:08 ROB UNDERWOOD/ Bear Stearns FRN Inventory - April 16, 2007
9:07 JONATHAN TIPERMAS/*30YR Swap/Roll Markets
                                                   Copyright: Bloomberg 2007 L. P.
                       cp posting mondau
                                             FOR POSSIBLE DOWNGRADE
                          REVIEWS SLM CORP. FOR POSSIBLE DOWNGRADE
                             U.S. March Retail Sales Rise 0.7%, Boost
     Bill Daws/
                      STEARNS - Corp Offerings
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 Bloomberg message alert system provides ASTO traders/analyst with real-time email alerts on holdings.



Top Tier Only Credit Filters

Top-tier Credit Ratings



 Filter for only issuers/credits have top-tier ratings per investment policies.



Positive Outlook Only Credit Filters



 Filter for only issuers/credits that have positive outlook by all credit rating agencies on a realtime basis. Maximize Yield



- Commingle resulting offerings (after filters) sorted showing the best yields first.
- This allows the portfolio manager to maximize return by buying the best offerings within investing parameters.

New Software Coming!

Portfolio Order Management System (POMS) Benefits:

Real Time Compliance, and improved investment safety & security

Analytics & Reporting

Increased Operational Efficiencies

POMS BENEFITS (Portfolio Order Management System)

- Real-time Safety & Compliance:
 - Pre-trade and post-trade compliance flags prevent trades from executing that are outside of investment policy or state statutes.
 - Automates investment policy parameters.
 - Improves transparency/audit trails.
 - Additional layer of security for Disaster Recovery.
 - Reduces possibilities for collusion or rogue trading.



POMS BENEFITS (Portfolio Order Management System)

- Analytics/Reporting:
 - Enhances performance attribution reports.
 - Pre-trade "What if" scenario analysis greatly enhanced.
 - Improves concentration risk assessments.
 - Enhances real-time cash flow forecasting.
 - Improves duration/WAM targeting capabilities.
 - Provides custom benchmark capabilities.
 - 150+ canned reports to dissect portfolios.
 - Better Information & Information Management which will improve decision-making / yields.

POMS BENEFITS (Portfolio Order Management System)

- Operational Efficiencies:
 - Improves tracking of competing bid/offers.
 - Improves trade execution/order routing.
 - Streamlines settlement/back office operations.
 (Straight-Through Processing STP)
 - Improves accuracy/uniformity of trade input process/portfolio inventory reports.
 - Reduces staff hours required to process trades.

New Position Funded: Internal Auditor

- Legislature Approved Budget Request to establish an Internal Auditor position.
- Internal Auditor will provide daily internal auditing of the three accounting divisions in the Treasurer's office.
 - Daily monitoring of investments to ensure compliance with law and policy.
 - Internal auditing of Banking, Administrative Services, and Investment Accounting Divisions.
 - Including organization and procedural studies in work systems; examination of organizational structure, management methods, processes and procedures.
 - Reviews will also examine operational manuals to determine effectiveness and conformance to standards, regulations or laws.
- Currently Interviewing.

Improved Physical Security



Improved Front Counter & Vault Security

Online Banking

IPAS (Internet Participant Access System)

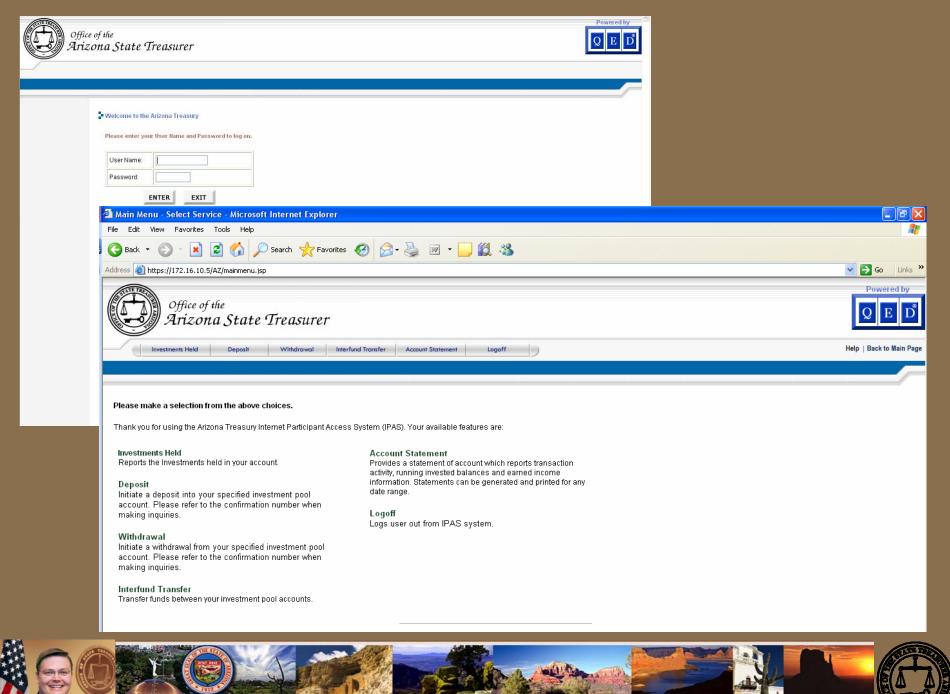
- Allows Direct Fund Access
 - Review statement or fund history on-line
 - Deposit additional funds
 - Create current-day and future-day withdrawals
 - Create inter-fund transfers

Online Banking: Security

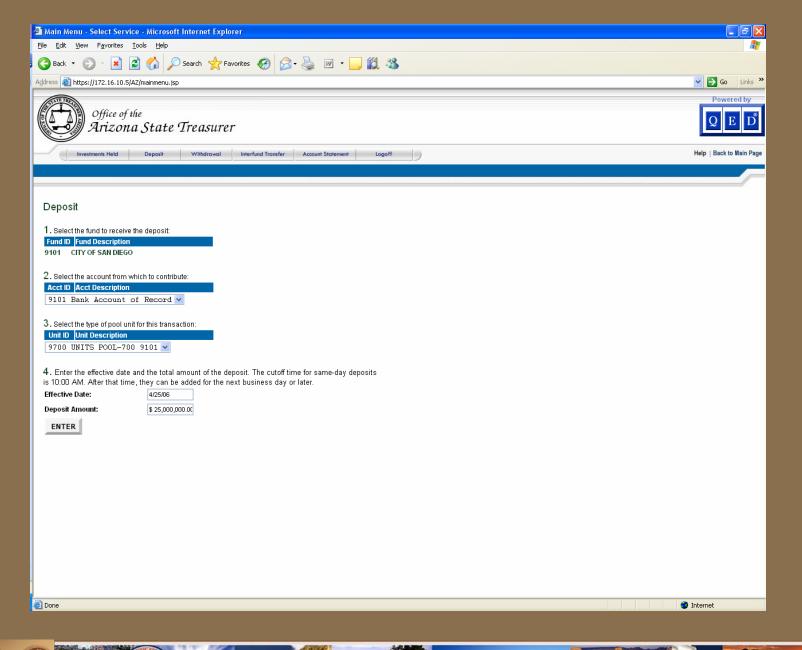
- System
 - IPAS on separate server
 - All system interactions utilize secured trust
 - No sensitive information stored on primary site
- User
 - Unique User Credentials
 - Granular authorization
 - View only user options available
- Session
 - SSL Encrypted
 - Timed-Out

Online Banking: User Setup

- Online access considered separate
 - Separate Account Setup
 - Separate User Authorization
- Various levels of user authorization
 - View-only Authorization
 - Deposit Authority
 - Withdrawal Authority
 - Inter-Fund Transfer
 - Requires Withdrawal Authority on "from" fund and Deposit Authority on "to" fund

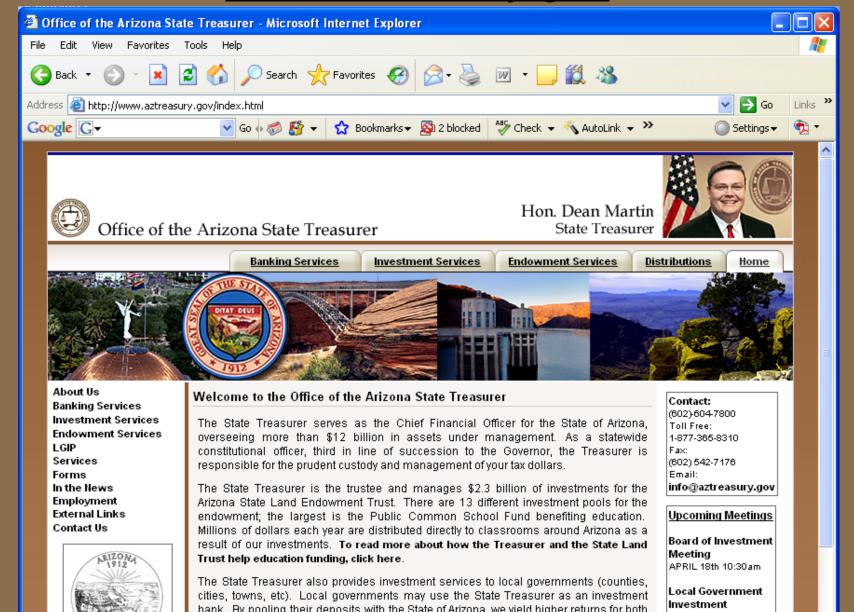






Opening up the Office

New & Improved Website www.aztreasury.gov



Revenue Sharing Distributions



<u>Online</u> now!

Updated Daily

Search By

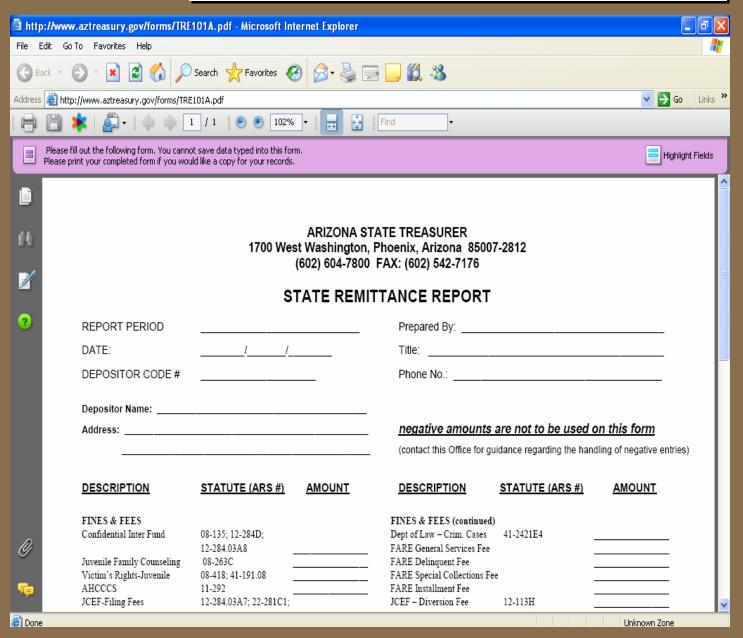
Date

Location

Recipient

Distribution Type

Non State Deposits



<u>Online</u> <u>now!</u>

Now you can fill out your Non-State Deposits On-line

Back to School Cash

K-12 Education Endowment Distributions

FY08 Distributions\$70.5 million (est.)

 \$1,430 per full time teacher / classroom

(48,935 full-time teachers)

Source: National Center for Education Statistics



Back to School Cash

FY08 Distributions\$70.5 million (est.)

FY07 \$32.4 million

That's a <u>117.6%</u>
 increase in funding



Back to School Cash

- Dollars Deposited directly to each charter school, and into each school district's bank account at the County Treasurer's office
- Deposited into the Classroom Site Fund



Classroom Site Fund

- Endowment distributions into the Classroom Site Fund based on constitutional formula.
- On a per student basis.
- Classroom Site Fund Revenue Sources
 - Endowment
 - Prop 301 Sales Taxes
 - State Trust Land rental proceeds



Classroom Site Fund

- Classroom Site Fund Monies are constitutionally protected
- Non-Supplanting Language included
 - Additional Funding Cannot be supplanted by the legislature



Classroom Site Fund

- Classroom Site Fund Monies can be spent on:
 - Class Size Reduction
 - Teacher Pay Raises
 - Teacher Training
 - AIMS Assistance
 - Dropout Prevention Programs



Key Staff Contacts

- Dale Stomberg Investment Accounting Manager
 <u>DaleS@aztreasury.gov</u>
 602-604-7830
- Michelle Brooks LGIP Administrative Supervisor Sets up new LGIP accounts and can answer questions on LGIP accounts MichelleB@aztreasury.gov 602-604-7829
- Kaly Cabrera LGIP Administrative Assistant Records LGIP deposit/withdrawal transactions via phone, email or IPAS KalyC@aztreasury.gov
 602-604-7832 or 7831
- Lorraine Jones Distribution Accounting Manager Manages all monthly distributions for political subdivisions
 LorraineJ@aztreasury.gov
 602- 604-7818

Additional Staff Contacts

•	Tim White - Chief Investment Officer <u>TimW@aztreasury.gov</u>	602-604-7837
•	Chris Petkiewicz – Portfolio Manager ChrisP@aztreasury.gov	602-604-7839
•	Patty Humbert – Portfolio Manager <u>PattyH@aztreasury.gov</u>	602-604-7841
•	Christine Halvorson – Investor Relations ChristineH@aztreasury.gov	602-604-7881
•	Kimberly Yee – Government Relations <u>KYee@aztreasury.gov</u>	602-604-7882
•	Klint Tegland – Deputy Treasurer Operations KlintT@aztreasury.gov	602-604-7816
•	Mark Swenson – Deputy Treasurer Strategic Planning and Research	

MarkS@aztreasury.gov

602-604-7884

Thank You!

We Appreciate Your Business!!!
Next Meeting/Call:
October 24, 2007 1:30pm